





Lex Watson

From: Gina Spearman <Gina.Spearman@Nafinc.com>
Sent: Tuesday, February 18, 2020 9:13 AM
To: Lex Watson
Cc: Kelly Allison; Sarah Laprade
Subject: FW: Updated Schedule 1
Attachments: SPEARMAN - Updated Schedule 1 (Effective 3-1-20).pdf

Lex, late Friday CFO, Scott Frommert sent this revised agreement and the changes are outlined in the body of his email.

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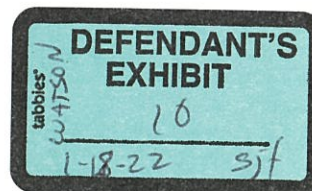
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From: Scott Frommert <Scott.Frommert@Nafinc.com>
Sent: Friday, February 14, 2020 1:45 PM
To: Gina Spearman <Gina.Spearman@Nafinc.com>
Cc: Jon Reed (EVP Retail) <Jon.Reed@Nafinc.com>; Jan Preslo <Jan.Preslo@Nafinc.com>
Subject: Updated Schedule 1

I had this updated to include the below.

- Definition of region to be actively managed areas
- 120 days from contract you have added. This is for term without cause and pays 20bps. I cannot pay full P&L. This would be all loans in pipeline for 120 days after term at 20BPS
- Secondary marketing issue loans is defined
- Client Connect is defined
- 30 days' notice on change of eligible product

1



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- 30 days' notice on change of compensation
- Clarification the period for growth is 3/1/19-12/31/19 compared to same for 2020

We can hop back on a call to review if you would like? Otherwise I think this was everything we discussed.

Thank you,

Scott Frommert
Chief Financial Officer


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